

Message Text

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ACTION EA-12

INFO OCT-01 EUR-12 ISO-00 EB-08 COME-00 PM-05 MCE-00

TRSE-00 CIAE-00 INR-10 NSAE-00 DOE-15 SOE-02

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FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC IMMEDIATE 8411

INFO AMEMBASSY PARIS

LIMITED OFFICIAL USE JAKARTA 5498

E.O. 11652: N/A

TAGS: EAIR, BEXP, ID

SUBJECT: POTENTIAL SALE OF LOCKHEED L-100 TO GOI

REF: JAKARTA 4405 AND PREVIOUS

1. MINISTER OF COMMUNICATIONS RUSMIN CALLED ME URGENTLY APRIL 27 FOLLOWING A DISCUSSION WITH THE PRESIDENT DEVOTED TO THE USE OF AIR TRANSPORT FOR TRANSMIGRATION. RUSMIN SAID THE LOCKHEED L-100-20 (SIC) WAS BEING SERIOUSLY CONSIDERED, ALONG WITH THE FRENCH TRANSAL. HOWEVER, WHILE THE GOI HAS FULL INFORMATION ON THE FRENCH PLANE, WHICH IS BEING PUSHED AGGRESSIVELY BY THE FRENCH FIRM, IT HAS BEEN UNABLE TO OBTAIN BASIC DATA ON THE LOCKHEED CIVILIAN VERSION OF THE C-130. IT NEEDS IMMEDIATELY THE FOLLOWING DATA ON THE L-100-20: COST; DELIVERY TIME; FINANCING PACKAGE; HOW MANY COULD BE DELIVERED ANNUALLY; WHETHER THE PACKAGE WOULD INCLUDE SPARES; WHETHER THERE IS AN UPDATED VERSION OF THE L-100-20. (RUSMIN, WHO HAS JUST RECENTLY BEEN INSTALLED AS MINISTER OF COMMUNICATIONS, DID NOT SEEM AWARE OF THE L-400.)

2. RUSMIN SAID THAT FOR PURPOSES OF TRANSMIGRATION THE GOI MAY

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NEED UP TO 20 OF THE LOCKHEED/TRANSAL AIRCRAFT BETWEEN NOW AND 1982. HE SAID HE PERSONALLY FAVORS THE LOCKHEED PLANE BUT EMPHASIZED THAT LOCKHEED WOULD LOSE OUT UNLESS IT BEGAN TO WORK MUCH HARDER TO MAKE THE SALE. FYI: RUSMIN DID NOT MENTION THE LOCKHEED L-400 WHICH WE KNOW HAS BEEN UNDER CONSIDERATION. ANOTHER SOURCE WITHIN THE DEPARTMENT STATES THAT THE L-400 STILL IS UNDER CONSIDERATION AND NOTES THAT A FINANCING PROPOSAL

FOR IT STILL HAS NOT REPEAT NOT BEEN RECEIVED.

3. COMMENT AND ACTION REQUEST: I AM CONVINCED THAT THIS CONTRACT WILL GO TO TRANSAL UNLESS LOCKHEED REPRESENTATIVES MAKE A DETERMINED EFFORT TO PROVIDE THE GOI IMMEDIATELY WITH THE INFORMATION REQUIRED AND FORWARD AN ATTRACTIVE FINANCING PROPOSAL. I URGE THE DEPARTMENT TO CONTACT LOCKHEED AND TO IMPRESS UPON THE COMPANY THE NEED FOR SPEEDY ACTION UNLESS THEY WANT TO LOSE BY DEFAULT THIS POTENTIAL SALE OF NEARLY \$200 MILLION. PLEASE LET ME KNOW LOCKHEED'S RESPONSE SOONEST SO I CAN INFORM RUSMIN.

4. ACCORDING TO RUSMIN THE FINANCING PACKAGE FOR A POSSIBLE PURCHASE OF LOCKHEED AIRCRAFT MAY BE RAISED BY PRESIDENT SUHARTO DURING VICE PRESIDENT MONDALE'S VISIT. I SUGGEST THAT HE BE BRIEFED BEFORE DEPARTURE ON THE POSSIBLE USE OF EXIM FINANCING IF THE GOI SELECTS THE LOCKHEED PLANE.
MASTERS

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